



Presents

Local 30 year old, semi-retired investor Chad Carson

“The ABC’s of Buying Properties With Seller Financing”

Saturday, March 20, 2010
9am-5pm MARRIOTT Greenville

THE PROBLEM:

- Banks are scared stiff and Credit is TIGHT, so getting bank loans as an investor is harder than pulling your own wisdom teeth!
- BOATLOADS of home owners are motivated to sell because the market is still slow.
- Hard money loans and many private loans often create negative cash-flow and can be too risky.

THE SOLUTION: Learn how to buy with seller financing and control your own destiny (without the need for banks or hard money loans)!

HERE’S HOW:

Chad Carson is a successful local investor from Clemson, SC. **Chad has borrowed over \$1,000,000 in low interest seller financing since 2004 (not including lease options or other creative financing).** At the March 20th Upstate CREIA 1-Day class Chad will show you step by step how you can use the same systems and negotiating strategies he does to start buying for yourself and take advantage of today’s market.

At this full day class you will learn:

- The 4 key steps to buying with seller financing
- Where and how to find sellers who are pre-disposed to finance properties to you.
- Why the normal marketing you learned from other courses may be killing your chances of ever getting seller financing.
- How to negotiate honestly and without feeling like a sleaze-ball.
- What to say (and NOT to say) on the phone.
- Messages you’re sending sellers on the phone and in person that are preventing your sales (And the bad part is you’re probably not even aware of them).
- The number one skill of any negotiator, and how to apply it to real estate investing.
- How to *construct* offers that work for you and the seller.
- How to *present* offers that get accepted.
- Case studies from Chad’s and his coaching students’ recent seller financing deals.

If you recognize the value of buying with seller financing but haven’t found a step-by-step process for how to do it locally, you need to attend this seminar. This isn’t a pre-packaged, out of date national-guru course. All material is *local*, in the trenches information that has really worked and that you can apply right away for yourself.

Before real estate investing Chad earned success at Clemson University as an Academic All-American football player and Rhodes Scholar Finalist. He now co-owns and manages a successful real estate business in the Upstate of South Carolina.

Chad, now 30 years old, first began to invest in real estate at the age of 23. He was fresh out of college with no job, no money, and no business or investing knowledge. He didn't know what he wanted to do with his life, but sitting around at his parent's house Chad found a book about real estate investing. The book told the story of how the author became a millionaire and achieved financial independence within 5 years by investing in real estate.

Although he had never held a "real" job, Chad liked the idea of retiring in 5 years. So he dove into real estate investing full time with big dreams and plans...

Fast forward to 2009 ... it took a little longer than 5 years. Chad learned quickly from mentors and from "the school-of-hard-knocks," and in 2009 he and his wife, Kari, took their first mini-retirement with a 4 month trip to Spain and South America. Without the choice Chad made to invest in real estate, he wouldn't have lived one of his dreams before his 30th birthday.

Chad and a business partner now spend part of their time managing their business and over 50 investment units. Chad spends the rest of his time taking trips and hanging out with his wife, playing pick-up basketball, keeping up with his Clemson Tigers sports, and being a coach and teacher to other real estate investors in the North and South Carolina. For more information on his Local, Personal Coaching program visit CoachCarson.com or call Chad at 864-654-8617.

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UPSTATE CREIA INC, PRESENTS
Chad Carson "ABCs of Buying Properties with Seller Financing"
Sat. March 20, 2010 9:00am-5:00pm
Come at 8:30am for check-in. Lunch on your own.
Marriott Greenville, 1 Parkway East, Greenville, SC 29615 Hotel ph.864-297-0300

5 Easy Ways to Register: Website, Mail, Fax, At UCREIA Meetings or Walk-in

Fax 302-288-2625 To Register Today!

Yes, I want to attend the all-day workshop on Saturday, Nov. 14 from 9:00am – 5:00pm at Marriott Greenville.

Name: _____ Spouse name: _____
Address: _____ City: _____ State: _____ Zip: _____
Phone: _____
E-Mail: _____

_____ Upstate CREIA Member and Other REIA Members..... **\$49 each + \$10 for spouse**
_____ Non-Member..... **\$69 each + \$10 for spouse**

Enclosed, please find \$ _____ as indicated above. Check (Payable to Upstate CREIA) # _____

Visa MC

Credit Card # _____ 3-4 digit code _____ Expiration Date ____ / ____

Signature: _____

Register Today: Upstate CREIA, 530 Howell Rd, Suite 203, Greenville, SC 29615
Fax: 302-288-2625-- www.upstatecreia.com – For more info: 864-542-4202